



Recommendation for Action

File #: 20-3023, **Agenda Item #:** 51.

9/17/2020

Posting Language

Authorize negotiation and execution of a multi-term contract with Isabella Rizer, to provide real estate consulting services, for up to three years for a total contract amount not to exceed \$200,000.

(Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the services required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Purchasing Office.

Client Department(s)

Office of Real Estate Services; Austin Convention Center Department.

Fiscal Note

Funding is available in the Fiscal Year 2019-2020 Capital Improvement Budget of the Austin Convention Center Department.

Purchasing Language:

Professional Services.

For More Information:

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or AgendaOffice@austintexas.gov <<mailto:AgendaOffice@austintexas.gov>> or to [Cyrenthia Ellis](#), at 512-974-1709 or Cyrenthia.Ellis@austintexas.gov <<mailto:Cyrenthia.Ellis@austintexas.gov>>.

Additional Backup Information:

The contract will provide real estate consulting services. Currently, real estate negotiation services are required for the Austin Convention Center.

The Austin Convention Center has 247,000 square feet of exhibition space, 65,000 square feet of meeting space and 64,000 square feet of ballroom space. In order to be competitive in the convention market it is recommended that the Austin Convention Center be expanded to include 450,000 square feet of exhibition space, up to 140,000 square feet of meeting space and up to 120,000 square feet of ballroom space. The Austin Convention Center completed a Long-Range Master Plan in May 2015 that concluded westward expansion was the only viable option to incorporate the needed space. The Urban Land Institute reaffirmed the Master Plan's conclusion regarding westward expansion in the Spring of 2015. The Visitor Impact Task Force recommended expansion to the west in June 2017 and the Center for Sustainable Development at the University of Texas concluded that westward expansion was the only realistic option for expansion. The consultant will assist the City on exploring the feasibility of expansion and continue discussions with the

landowners located west of the current footprint.

The authorization for this contract will allow for the continued negotiations and discussions with landowners regarding the real estate needed to expand the Austin Convention Center, eventually leading to a Purchase and Sale Agreement for the expansion space. The real estate component of this transaction is paramount to the overall viability of the project due to the current market and space requirements of the Austin Convention Center.

Contract Detail:

<u>Contract Term</u>	<u>Length of Term</u>	<u>Contract Authorization</u>
Initial Term	1 yr.	\$100,000
Optional Extension 1	1 yr.	\$ 50,000
Optional Extension 2	1 yr.	\$ 50,000
TOTAL	3 yrs.	\$200,000

Note: Contract Authorization amounts are based on the City's estimated annual usage.

Strategic Outcome(s):

Economic Opportunity and Affordability; Government that Works for All.